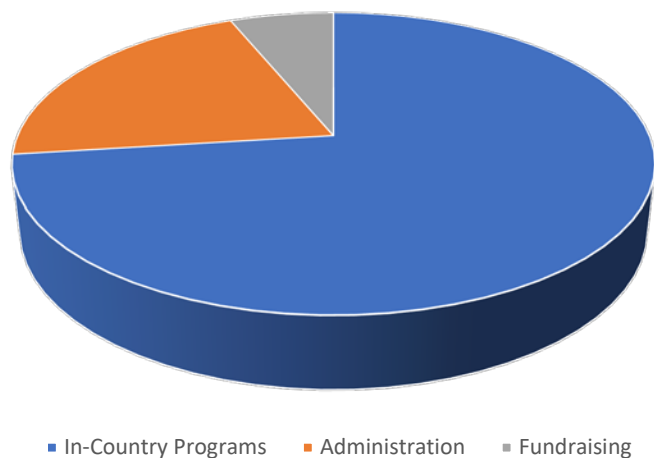
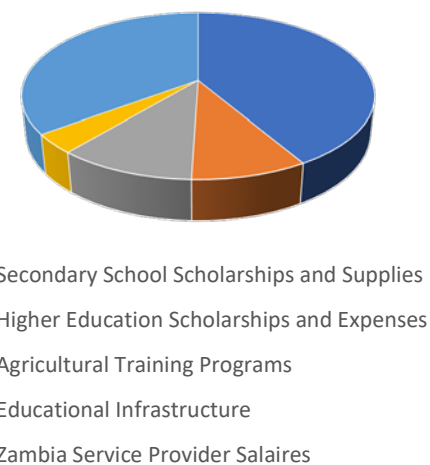


2017 WISE FINANCIAL SUMMARY

2017 EXPENDITURES



2017 Program Expenses



Summary Financial Statement:

Revenue	\$100,012
Expenses	
Programs	(\$56,615)
Administrative	(\$16,103)
Fundraising	(\$4,830)
End of year balance:	\$22,464

Summary of Programmatic Expenses:

Secondary School Scholarships & Supplies	\$23,503
College Scholarships & Expenses	\$5,087
Agricultural Training Programs	\$6,017
Educational Infrastructure	\$2,099
Zambia Service Provider Salaries & Expenses	\$19,909

OUR RETURN ON INVESTMENT

102 students receiving a secondary school education

40 female headed households learning about conservation agricultural and poultry rearing

6 students matriculating at college (studying medicine, engineering, pharmaceutical sciences, teaching, agriculture)

NOTE: For 2017, our percentage of programmatic expenses to total expenditures was 73%, below our annual target range of 85% or better. There were two reasons for this anomaly: (1) we had a surplus of approximately \$22,494 at the end of 2017, and chose to defer several programmatic expenses until January of 2018, when we had better information from Zambia as to the costs of these programs; and (2) in 2017, we focused on ensuring that WISE had all hallmarks of a mature non-profit organization, and incurred several one-time expenses in terms of organizational expenses.

